From: Juha-Pekka.Laesvuori@qpr.fi@inetgw

To: Microsoft ATR

Date: 1/23/02 12:54pm

Subject: Microsoft Settlement

One comment,

Bigger companies that have strong positions like Microsoft try to influence surronding area and make it more suitable for company and it's product.

One act for this is to get people to get used something. If you have been playing aroung with Windows from the kid it is much harder to jump to something else. So if Microsoft is allowed to 'compensate' it's restrictions to other companies by giving some of it's product as a 'free' it is not a any punishment.

Of course Microsoft is claiming that it will loose some money because the those universites/schools don't buy Microsoft's products.

That is partly true, if you check only small picture, but if you check what Microsoft is doing at the same time volantary on console markets. They are selling consoles with loss, just to be able to sell games later with good profit. Everything that company does cannot make profit but it can still be a part of the plan.

Microsoft is also already started to move it's product to centraliced system. (e.g. MS Passport and yearly billing.)

If they get more companies (including schools and universities) to use their product then those will get guarented bills from this forward and settlemet moneys will end on some time and then microsoft has managed to arrange cash cows.

If they will get people to use their system now then they will also get those people get used to it and to left their information to there. So actually they will just create future income.

So I see that court cannot agree any settlement that would support strategic goals of Microsoft.

Real punishment would be to put Microsoft to pay some other operating system installation to schools & universities (But actually it could be favoring something so better to be just and not to favor to support any specific company)

Regards, JP